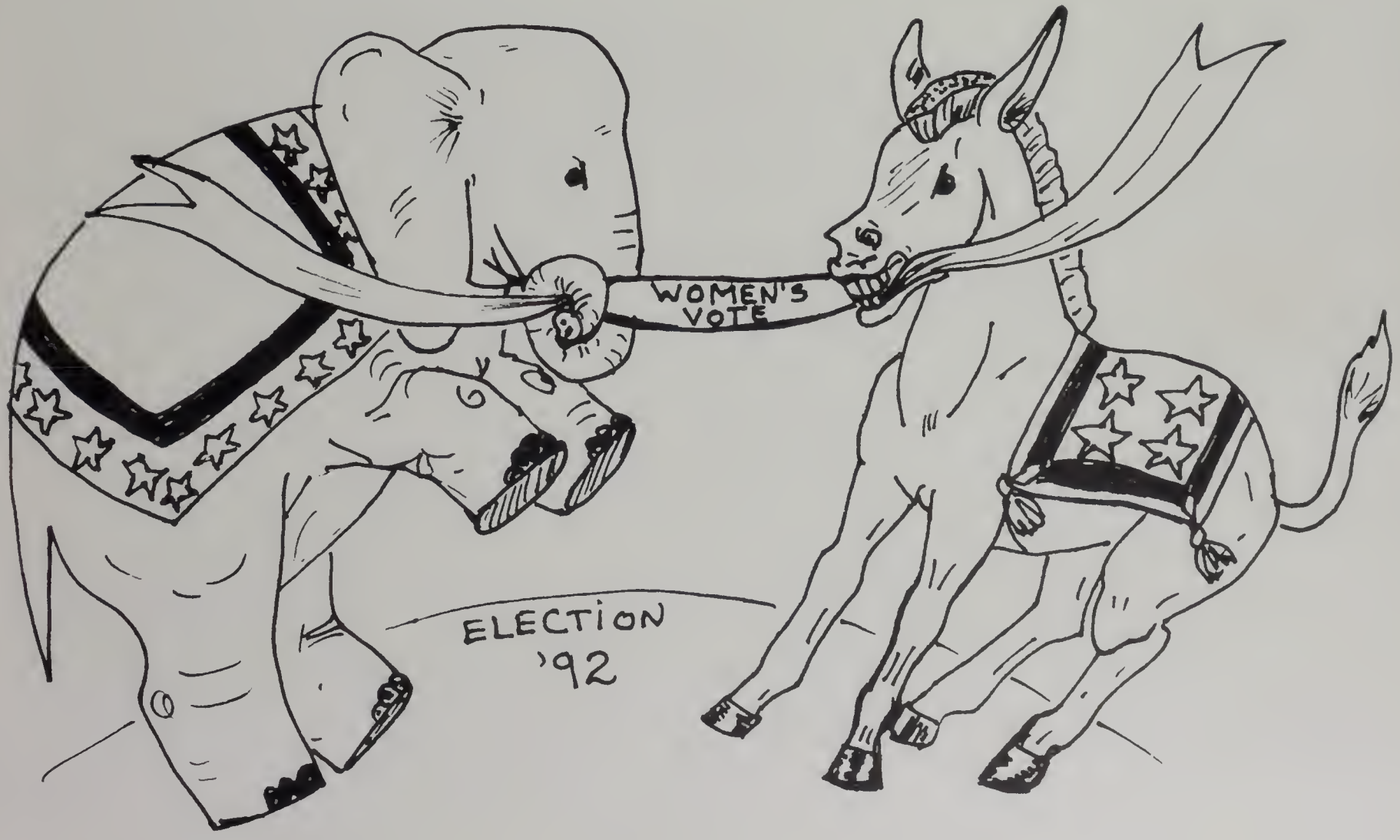
OFFICIAL PUBLICATION. . . WOMEN IN NUMISMATICS

winning ways



VOLUME 1 NO.4

OCTOBER, 1992

WIN
WOMEN IN NUMISMATICS

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Newsletter

WINNING WAYS is a quarterly publication of Women In Numismatics. The acceptance of an ad (business or classified) does not constitute approval or endorsement by WIN. WIN claims no liability for content of business or classified ads, and all ads are accepted on a space- limited basis.

Letters-to-the-Editor Policy

Letters-to-the-Editor are welcome from both members and non-members and must include your name, address and phone number.

Letters will be published in *WINNING WAYS* as space and publication deadlines permit, and are subject to Editorial discretion.

Whenever a letter is addressing a specific problem that the Board can assist in resolving, it will be forewarded to the appropriate personnel.

Feature Articles

Articles, photos and features pertaining to the numismatic industry are welcome and are subject to Editorial discretion and editing.

Publication deadline dates are:

November 15.....January issue
February 15.....April issue
June 1..... July issue
August 20.....October issue

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Mary Sauvain

THE PRESIDENT'S PAGE

WINNING WAYS
President's letter
October 2, 1992

This is the year you can make a difference. The question is, "Do you have the desire and ambition to bring about this difference?" Not only does it take desire and ambition, but include tenacity, fortitude, sense of humor and justice as well.

Sound like the beginning of a female activist's pep rally? Understandable given the current political atmosphere!

Few of us would categorize ourselves as female activists nor would others categorize us as such. However, if you set aside the negative connotation this label, "female activist" instills, you will have to admit that you really are one of "those."

The year of Hall/Thomas, Tailhook, and Pro-Choice vs. anti-abortion factions has caused us all to reflect on our own perspective. Whether our reflection has brought forth action or simply reinforced our convictions, chances are we have taken notice and reacted in our own way.

That, WIN members, is my definition of a female activist--one who takes note of the prevailing environment, forms an opinion based on this assessment and acts accordingly.

With that in mind, I am issuing a request--no let us make that a challenge--that each and everyone of us become an overt activist in the WIN organization. Each and everyone of us will benefit from your activity. The complacent "let George do it" attitude has no room here. WIN needs your time and talents as much as you need a vibrant, active WIN group.

When is the last time you placed advertising in the newsletter or instigated advertising by others? When is the last time you submitted an article to the newsletter? (Come on, you are an interesting, successful person with much to tell. Share it with others and help us all grow.) Are you active in ICTA, PNG, ANA or other national, regional or local organizations? How about sharing what is happening in <u>your</u> numismatic environment.

WIN member Gabriel Armstrong recently held a raffle and gave the proceeds to WIN, and WIN member Sue Corbin is donating her time to record and store the history of WIN for all posterity.

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* Cover and special graphics.....Cynthia Mohon

Typographical Error

In our last issue, "Women In Numismatics: An Untapped Resource", page 8, right hand column,... "should read Chief Frank Gasparro, who, of course, was the designer of the Susan B. Anthony dollar. " Thank you Q. David Bowers.

VIEWPOINT

By Gloria E. Peters

GIRLS SELF-ESTEEM DROPS TO MEET CULTURAL STEREOTYPE

WASHINGTON—Associated Press 9-1-92

A George Mason University professor said Tuesday that she has developed a curriculum to enhance the self-esteem of girls and teach them to combat stereotypes that often douse their dreams of being doctors and architects.

Cheryl Bartholomew, an associate professor in the counseling and development program at the Fairfax, VA school, said the curriculum--called "Horizons:2000"--can be used nationwide in public and private schools.

The curriculum "will help young women realize their aspirations and cope with the complexities of professional and family life," she said.

Bartholomew who began her research about six years ago was confirmed by the American Association of University Women.

The AAUW report said girls' levels of self-esteem drop by about 50 percent between elementary and high school. Also, it said girls fall behind boys significantly in math and science achievement in high school, even though boys and girls enter elementary school with about the same abilities.

The curriculum...is separated into four grade-level units, from fifth through the 12th grade. Students are taught about cultural influences, self-awareness of talents and abilities, self-esteem. how society influences boys and girls, and traditional and non-traditional roles and careers.

Virginia Secretary of Education James W. Dyke said the curriculum is "very much needed" because "we have not treated girls and young women fairly in this nation and we have to do something about it."

* * *

We will continue to explore the question constantly raised in the field of numismatics... why aren't more women involved in our profession as collectors and/or dealers? The answer can get complex but....for starters:

How many of us buy our daughters, nieces or granddaughters coins, stamps, penny books, tokens or medals instead of baubles at the shows? How many of us teach our girls to grade coins...or share the history of coins with them? Possibly take her to an ANA summer seminar?

We all gravitate towards reward and attention. Human nature. Take us for instance. Give us a good customer who buys and buys and we'll follow them anywhere...right?

It's probably a little far out to expect any individual to be an independent thinker, realize his or her potential, be assertative, be willing to take risks, and buck society's stereotypic dictates without a strong sense of self. And that includes becoming a coin dealer as well as an architect or doctor.

When all is said and done I guess we are the culture, and change won't happen unless we think it is important enough to do something about it. Makes sense to me.

Your Editor

BIFFALO-BUFFALO-BISON

By Gloria Peters

(Excerpts from the newsletter *Numismatic Views* by P & M Rare Coins)

Our most famous Native American coin design was partly nicknamed the Buffalo nickel due to A.A. Milne's lines about the "Biffalo-Buffalo-Bison"...Walter Breen, *Complete Encyclopedia of U.S. and Colonial Coins.* (1) Actually the 'Buffalo' depicted on the reverse of this five cent piece is not the European (extraction) Buffalo at all, but rather a genuine American Bison named Black Diamond. Old Black Diamond lived in a New York zoo until he was finally sent to the slaughter house for steaks and his head proudly mounted for display. The obverse Indian portrait was a composition of three American Indians...chiefs Iron Tail, Two Moons and John Big Tree. This Native American motif was also depicted on paper money and stamps during this time. James Earle Fraser designed the famous Buffalo nickel and it is a long time favorite of the coin collecting public. The Buffalo nickel was minted from 1913 through 1938. Mintage ended when America was still locked in the infamous depression of 1929. A nickel would buy a loaf of bread, or maybe more, during these times, so it's no wonder most of the Buffalo nickels encountered today are circulated. In fact, there has even been some sort of chemical developed which will bring out the deteriorated date of badly worn coins.

The Buffalo nickel was plagued with manufacturing problems right from the 'git-go'. They were struck in a copper/nickel metal alloy. Nickel is an extremely hard metal, much harder than silver or gold and the U.S. Mint never could mint nickels as well as it could make silver dimes, quarters or halves. The result was horrendous striking problems, die-breaks, planchet defects, worn dies and poor luster. Like copper coins, nickels are also subject to spotting. Spotting does not seem to affect the grade on mint state coins unless the spots are corrosive in nature or so prominent as to effect eye appeal.
To whet your interest in this series just a bit, at the recent Long Beach Show a dealer displayed a complete date and mint mark (missing the '18/7-D & '16 DDie) set of Buffalo nickels in MS-65 with a few 66's thrown in, all graded by PCGS, at a price tag of over $215,000. Unfortunately I didn't get a chance to examine the pieces, but a couple of dealer friends did. What a set! And what a goal for the more affluent collector! The Buffalo nickel is not a 'lowly' nickel in these grades. It's a tough, tough series.

Before I end this dissertation, one important point which may save some frustration. When you find one of the tougher dates in Mint State 65, fully struck (for the date) with outstanding luster, expect to *pay a reasonable price* for both rarity and condition...you won't find them very often. The price is not reflected on the 'biblical sheets', and 45% to 80% (+) over CCE's current ridiculous bid levels is not unusual in a *dealer to dealer transaction for a great coin.* In fact at the Milwaukee show, a dealer friend stated there had been a Buffalo nickel sought after by several dealers at a prior show and it finally changed hands at 5x bid! It was still considered a bargain! Building a set like the one mentioned above is not for the impatient soul. It takes time as well as available funds when the right coin is found. But a nice undamaged set of Buffalos, in either circulated or uncirculated condition is a very satisfying goal and not one that's going to accomplished overnight...regardless of the depth of the pocketbook. The Buffalo is one of the few genuine American designed pieces produced by our mint that does not have the European flavor and when it's 'right' it can take your breath away!

I promised some research data for this issue so we'll start with our rarity scale. We used the number graded in MS-65 and above, plus subjective evaluation. The abundance of dates minted with strike and luster problems creates a different framework as opposed to the Morgan dollar rarity scale when evaluating Gems and above. Remember, there are excellent coins also graded by NGC, but the relatively rarity scale should be Continued on Page 6

FROM THE SECRETARY'S DESK

Dorothy Johnson

Notes are unofficial until approved at the next WIN meeting.

WIN Minutes
ANA, Orlando, Florida
August 13, 1992.

The meeting was called to order 7:12 P.M. on Thursday, August 13, by Mary Sauvain, President. Twenty-six (26) members and guests were present. Each person present introduced herself or himself and spoke of her/his business strengths that could be offered to WIN members.

The Treasurer, Linda Brueggeman, stated that the balance was $4,810.00. The expenses since the last treasurer's report were $1,064.00 for the newsletter and $16+ for the stationery.

The minutes given by Dorothy Johnson were approved as amended.

Carrie Best, representing FUN and ANA presented Mary Sauvain with a Certificate of Appreciation for WIN's contributions to numismatics.

Under new business Sondra Beymer stated that Ruthanne Brettell was tentatively scheduled to be the speaker for the WIN meeting at Long Beach in October. She also thanked everyone who had staffed the WIN booth during the ANA Convention and asked for volunteers for the subsequent days.

Mary Sauvain stated that she has been asked as an Associate member of PNG and President of WIN to contribute articles regarding WIN activities to the PNG newsletter.

Gabriele Armstrong, discussed the contest for a newsletter name which began in July. She thanked Q. David Bowers, Barbara Gregory and Gloria Peters for contributing their time and efforts as Judges. The new name selected for the newsletter is : *WINNING WAYS.* The title was submitted by Cindy Mohon who received a one year free membership.

Mary Sauvain reminded everyone that Sue Corbin is the WIN historian and that all information pertaining to women's activities in numismatics should be given to her.

Gayle Pike stated that David Lisot has offered to produce a video on the activities of WIN members.

Linda Brueggeman passed around the official stationary for the membership to review.

The business portion of the meeting was adjourned.

The guest speaker, Beth Deisher, Editor of *Coin World,* featured in her speech the theme--"our business is communications and we love to tell your story." She went on to tell the WIN members how to get their story told.

Editor Note: See page 9 for a follow up story on Beth Deisher's presentation. "Bo" Smith, Editor of *Numismatic News* congratulated WIN on the professional quality of their newsletter.

* * *

President's Letter Con't. from Page 1

The reason WIN is successful is because people like you take time to insure it's success. And while you are at it, be sure to vote in our national election. You make a difference!

Wishing you the best numismatically,

Mary Sauvain

President

WIN MEETING

WIN is honored to have as it's guest speaker Ruth Ann Brettell ANA's current Convention Chairperson, a Charter WIN member, and former Director of ANA. Ruth will address the group on "We Are Our Own Worst Enemy!" Fascinating subject.

Remember: Long Beach, Thursday October 15th at 7 PM. Be there or be square!

about the same. Mintage was not a factor in most cases.

Rating Scale By Date:

1) 1916-D Double Die
2) 1918\7-D
3) 1925-S**
4) 1926-S**
5) 1920-S*
6) 1927-S**
7) 1918-S*
8) 1923-S**
9) 1919-S**
10) 1928-S*
11) 1920-D**
12) 1937-D 3LG
13) 1924-S**
14) 1919-D**
15) 1918-D*
16) 1916-D
17) 1925-D**
18) 1927-D*
19) 1917-S*
20) 1924-D**
21) 1917-D
22) 1921-S**
23) 1914-S
24) 1913-S TY2*
25) 1915-D
26) 1916-S
27) 1926-D**
28) 1915-S
29) 1929-D**
30) 1918-P
31) 1934-D*
32) 1928-D**
33) 1914-D
34) 1920-P
35) 1913-D TY2
36) 1924-P
37) 1930-S**
38) 1923-P
39) 1917-P
40) 1921-P
41) 1913-S TY1*
42) 1929-P
43) 1919-P
44) 1934-P
45) 1925-P
46) 1914-P
47) 1928-P
48) 1929-S**
49) 1935-D*
50) 1916-P
51) 1913 TY2
52) 1915-P
53) 1913-D TY1
54) 1927-P
55) 1935-S*
56) 1926-P
57) 1935-P
58) 1931-S**
59) 1936-D
60) 1930-P
61) 1936-S
62) 1936-P
63) 1938-D/S
64) 1937-S
65) 1913 TY1
66) 1937-D
67) 1937-P
68) 1938-D

**Usually weak. Sharp strike=hi premium $$'s

*Often weakly struck. Sharp strike= premium $'s

Walter Breen (1) identifies three (3) Types of Buffalo nickels as opposed to the currently identified two (2) Types.
Type I 1913 group. Good details
Type II 1913-II--1915 group. "Gone is much of the rugosity of Black Diamond's hide; gone are many details of the Indian's hair, wrinkles and feathers. Fields are smoothed out. Many of the 1913 II--1915 issues are weak in the centers. Dates wear down more rapidly.
Type III 1916-1938 group. LIBERTY is much sharper. Indian's nose is longer and many other details changed. Striking quality and resistance to wear are still worse. Some mint marked nickels 1918-1935 are virtually unknown well-struck...i.e. flatness on hump and horn."

To give an example of the inconsistencies in Buffalos let's take the 1931-S. The total number graded by PCGS (April 1992) is 1165. Common date you might think. It's still cheap in MS-65 with 416 graded and 8 higher. Now the rub. In MS-66 with a total of 8 graded and none higher the price jumps to $1425. The key to this particular coin...like so many other Buffalos...is the strike! The strike is usually weak, and a well struck 1931-S Buffalo is going to run Hi Premium $'s....especially in a MS-65 or MS-66. The prices listed for this date are for a normal strike...commensurate with the grade assigned. Sometimes a mark or two will lower a grade or luster might keep a coin from being graded higher. A purchase of this date with a superior strike and nice luster would be a find. Or for that matter in any of the dates where a well-struck Buffalo is almost impossible to find! And that's not trying to find the last tip of the tail, or the 'McDonald's arch' horn, or the last curl on the Buffalo's neck. Just a nice, well struck piece! The two major grading services require an acceptable, above average strike (for the date) before grading a coin MS-64 and above. It would be very unusual (rare, in fact) to find a 1931-S MS Buffalo with an above average strike, decent luster, and a few tics on a coin graded MS-63 or lower... especially by a third party grading service.

(1) Walter's Breens *Complete Encyclopedia of U.S. and Colonial Coins.* Doubleday pub.

Editor's Note: I hope this article doesn't bore you. The second in the series 'The Business of Coins' didn't make it in time for publishing. Maybe next time...or you may have to endure my dissertation on Morgan dollars, Counterstamps etc.

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COIN SHOW UPDATE

By Sondra Beymer

The Greater Las Vegas Coin Show was cancelled this year due to the death of Sally Floto. Sally's passing was a blow to all of us who knew her. Besides running the show with her husband Bill, Sally was instrumental in promoting numismatics in the local Las Vegas schools. We will all miss Sally.

Missouri Numismatic Society Coin Festival
July 30-August 2

The St. Louis Show at the Henry VIII Hotel, promoted by Missouri Numismatic Society, was lightly attended by the public. It was well-attended by dealers who were cautious in coin purchasing.
That same week-end at the Expos. Unltd. Honolulu Show, it was reported that over half of the coin dealers who had committed to attend cancelled. Unfortunately this show was smaller than originally anticipated!!!

Orlando, Florida
August, 1992

The Sheraton Twin Towers Orlando Show was the larger of the two shows held one week before the ANA Convention. Early business was brisk with dealers buying coins for the ANA. The Hyatt Show reportedly was slower with most dealers attending the Twin Towers Show. The Orlando ANA was busy for the first day as was PNG day. Toward the end of the week retail collectors began arriving which helped pick up the slack in wholesale trade. Many dealers commented Orlando is not the ideal spot to sell coins retail. Attendance was light and collector attendance was disappointing.

* * *

Editor Note: *I have heard Pre-ANA is not a 'politically correct term', however, a rose is a rose. I can't help but believe having a multi-million dollar auction and two coin shows earlier in the week; a PNG day; then another large auction coupled with the hi-lited ANA show to be a bit much! Orlando is a shorts, sandals and vacation spot in the summer and that's okay, but it seems too much to expect coin buyers to have enough extra bucks to support this type of market saturation in a one to two week period...in the same place.*
We still have much to be thankful for however, one week later Andrew arrived.
I hope Baltimore will be different...otherwise it may prove to be once again..."Those Who Split First Wear The Biggest Smiles." Burma Shave.

Coin Show Update Addenda
By Gloria Peters

Santa Clara, CA
September 11, 1992

Dealers were looking to fill want lists...and bargains. Not a new scenario. The public did come in, however, and buying, selling and trading was brisk if you happened to be carrying the "right" material, at close to sheet price. Circulated pieces, collectables, and bullion pieces probably sold better than high grade Unc. pieces. We split about half and half.
One damper for some customers seemed to be the 8 3/4% sales tax charged in the area. Yes, the tax men were present according to Rudy.

Milwaukee, WI
Milwaukee Numismatic Society
September 24-27, 1992

The Society took a chance and it paid off big! They dropped the bourse table fees to $149.00 for a corner table...paid in advance, $199 after Central States and $99 for a single, paid in advance....$125 later. The show was held at the MECCA Convention center and dealers' attended! The show was at least twice as large as the previous show according to the club promoters. Now the South Shore Coin Club which holds their show at the MECCA in the spring is going to match the low bourse fee. This is a welcomed relief to dealers who are getting a bit tired of trying to meet expenses... high bourse fees and travel expenses Most dealers are doubling and tripling up and it still isn't cutting it in recesionary times. The coin clubs of Milwaukee are doing something right ...and the people will hear. Chicago is only an hour and one-half....a mere 90 miles away! A little publicity in the right places and the next show should even be better.

* * * *

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A Treasure To Burn For

By Gayle Pike

The trip started quietly enough as we loaded the briefcases and clothes into the car and started out for Chattanooga. The Tennessee State Show is always a favorite; the people are fantastic and business is always good.

I collect any type of glassware with coins on it. My biggest collection is the Fostoria coin glass produced in the '60's and 70's. I also collect the U.S. coin glass and the Columbian coin glass of the 1800's. Because I have customers for coin glass as well as unusual old banks I like to stop at some of the little antique malls and flea markets during my travels in the hopes of finding a few items.

This was one of those special days that will be remembered for many years.

The discovery of a lifetime for a collector of coin glass. A treasure not soon to be forgotten.

Gayle Pike and shopkeeper Marie

We stopped in Nashville to poke around one of my favorite antique malls. I have always been able to find a reasonably priced piece or two of Fostoria there. And once I had even found a Columbian coin goblet. About two-thirds of the way through the mall booths I was beginning to be a little disappointed. Not a piece of coin glass in sight. It was then that I turned and made my first discovery. Nestled in the bottom of a showcase was a piece of coin glass, a Columbian coin glass spooner. I bent down and took a quick peek to see what condition the piece was in. It looked undamaged and I decided I was definitely interested. I finished looking through the mall before asking to see it. As I turned to leave the booth--there it was, my second discovery, standing majestically in the center of the booth in a tall narrow glass display case--a Columbian coin glass oil lamp in the milk glass. What a beautiful sight! As I looked to check the price I was expecting it to be outrageous. No, it seemed to be reasonably priced for the piece, not outrageous, but certainly not cheap either.

I decided I would finish looking through the mall before asking to see both the spooner and the lamp. I did find one unusual bank which I purchased for a customer. I then asked to take a closer look at the lamp and spooner. Finding the spooner free of any cracks or chips I decided that I should buy the piece. Then came my time to examine the oil lamp. What a beautiful piece! The sales lady removed it gingerly from the case and handed it to me. I examined it quite throughly--not a chip on it. I looked and admired it but passed, deciding it was too much to spend.

I make it a habit to carry with me a reference file with information on the U.S. coin glass, Columbian coin glass and Fostoria coin glass. It contains guidelines, for telling the genuine from the reproductions, the coins on each piece, dimensions and other information that would help me if I come across a questionable piece and am not quite sure what to do. I certainly wished I had that folder to refer to now. Unfortunately, I had forgotten to pull out my file folder, and it was packed deep inside my truck in my briefcase. At moments like this I could just kick myself!!

So I took one last look at the lamp, paid for the spooner and the bank and left happy with the purchases I had made.

Cont. to page 15

How To Get Published

Excerpts from presentation to the WIN meeting at ANA, Orlando, FL. by Beth Deisher, Editor of Coin World.

Beth Deisher, in her speech before the WIN members and guests, challenged WIN to continue its focus of Networking and Professional Development. She encouraged each member to take on the a public relations role. "Get your story in local newspapers, club news as well as the major coin, collectable and business publications. Women are natural organizers."

Among the points Ms. Deisher stressed were:

- Don't be bashful! Talk about WIN.

  Talk about your business and the kind of things you do. Share with others.

- Within your community..

  Make it your business to know who does the news...the news director...TV station...newspaper...radio. Find out press dates and deadlines for business news. Identify yourself as an expert in your field. Newspapers are always looking for a local angle.

- Know the difference...

  between editorial and advertising. Know the address and who are the editoral people...the publishing deadlines...who to c/o a News Release to. For instance, Coin World's deadline is noon on Friday...issue date two weeks ahead. Think ahead!

- Make sure you know the audience...

  of the publication. *Coin World* targets collectors; PNG, dealers; WIN, Professional Women in Numismatics."

Beth distributed copies of a PRESS RELEASE 'how-to' format which covered the pertinent points for getting your article or notice published as opposed to a Letter to the Editor or Request for Information. Ms. Deisher emphasized, "there's more to getting your 'notices' in print than just the standard WHO, WHAT, WHEN, WHERE, HOW and WHY and remember-- the publications are willing to work with you."

Ms. Dieshers presentation was well received, and for many of us not involved in communications, the subject of getting published was enlightening... in addition to enjoying hearing a notable editor in numismatics.

Left to right: Sondra Beymer, Vice-President, Mary Sauvain, President, Beth Deisher, Editor Coin World.
*Photo courtesy of Barbara Gregory, ANA, Editor/*The Numismatist

THUMBS UP!

This issue's THUMBS UP! award goes to the many WIN members who took time out of their busy schedules to staff our ANA-- WIN table.

Sondra Beymer--great job organizing the volunteers in addition to table sitting!

Gayle Pike
Laurel Beymer
Mary Sauvain
Cindy Mohon
Dorothy Johnson
Sue Corbin
David Snider
Sharon Hines
Gabriele Armstrong
Joanne Johnbrier
Eloise Bredder
Kari Brower

SO YOU WANT TO BE AN EXHIBIT CHAIRPERSON....

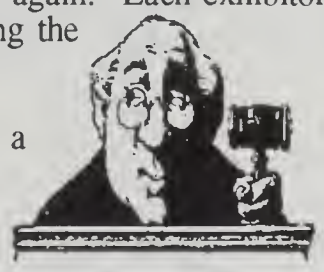
By Cindy Grellman

When I was elected to the Florida United Numismatists (FUN) board of directors four years ago, I was assigned the job of exhibit chairperson. I was very happy with my new assignment because I've always been interested in exhibiting, judging, and the educational aspects of our hobby in general. However, I didn't receive much information about how the job should be performed...only a copy of a previous year's exhibit application and the rules.

Over the last four years I've developed my style of handling the duties of the exhibit chairperson., I would like to share with you what I do, and hopefully encourage some of you to get involved with your local or regional shows in the exhibit area.

The first thing I do each year is type up the exhibit application, the rules for exhibitors, and a copy of the judges' score sheets. The packet then goes to the potential exhibitor. Included in the packet is a copy of the judges' score sheet, so the exhibitor knows exactly what the judges are looking for, and how many points are awarded for each category. Therefore, the exhibitor can "build" his or her exhibit to get maximum points in each category.

Once the forms are ready I start looking for exhibitors. Our editor designs a display ad for *FUN-Topics*, *Numismatic News, Coin World* and any other publications that have a large distribution. I also keep all the applications for exhibitors from the previous year, and send them the exhibit application packet inviting them to exhibit again. Each exhibitor receives an 'okay' notice stating the application was received and approved. The approved applications are then placed in a notebook and arranged by classification.



There are a few more details that need to be taken care of as you near the date of your show. Judges! You can't judge exhibits without judges! Taking care of this 'detail' can be embarrassing if you wait until the last minute and can't find qualified people...or at least only those with limited to no experience. I prepare letters requesting exhibit judges, put them in stamped envelopes, and send them to Colorado Springs. The ANA then kindly runs a set of address labels and mails the letters for me. (The ANA will not give out a list of certified judges for security reasons, hence the two-step procedure.) The judges who are available write and offer their services, and this system has worked quite well for me. I arrange for three judges for each classification, so that the exhibitors get three scores for each exhibit they enter.

Prizes! Some shows give ribbons, some give medals, some award plaques, and FUN gives prizes to suit the classification. (i.e., paper money if you exhibit in that category, a token or medal for that class, etc.) Whatever you plan to give, you need to have them ready before the convention starts, but not before you know how many prizes you will need in each category. If you plan to have some type of participant's award to be given to each exhibitor, make arrangements ahead of time.

About two weeks before the convention, reminders are sent out to each exhibitor and judge. Specific information is also given on what to do when they arrive at the site. Be sure to give the list of these names to photo I.D. so they will be prepared for your exhibitors and judges! And, if you're giving something special, such as a banquet ticket, be sure they know when the event will occur so they can plan ahead. The same is true for the awards ceremony when the prizes will be distributed.

Now it's almost "showtime." Time to go to the building and see what the exhibit area looks like. If the tables for the cases are already set up, draw a diagram so that you can lay out your exhibit area case-by-case before the show begins. If the tables are not set up, you have the opportunity to design your own area. Keep all exhibits of each class together so the judges don;t have to search for the ones they are to judge. Arrive at the site several hours before the exhibitors are to come in so that you can label the exhibit cases. Label them by exhibit number, and the number of cases in that exhibit. This is what the judges will use to find the exhibits they are to judge.

At last, it's time for the exhibitors to come in. Are you prepared? Items you will need are: labels, pens, pencils, scissors, ruler and yardstick, pins, pieces of poster board, glass cleaner and paper towels. This is the time when you need to remain flexible. I've had exhibitors show up and literally build their exhibits as they are setting it up. I've had some say, "I didn't bring my token exhibit, but I brought this paper money one instead." Sometimes there will be a "no show" that will leave you with a hole to fill.

Once the exhibits are in place, the judges can go to work. If the three judges for each class agree on first, second and third place your job is easy. If not, averaging the scores might work. A large difference of opinion requires the judges to get together for a resolution.

A list of the winners names is given to the press covering your show...and to the awards presenter. After the presentation ceremony your job is almost completed...except to supervise the break down of the exhibits. Thank you letters are sent to each exhibitor and judge after the show.

I do appreciate all the time they have donated to the hobby, and it's important that this effort be recognized. If you have a club publication, it's also a nice touch to write an article and

Con't on page 17

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He Had To Have Her

By David Lisot

It was love at first sight. He was looking at the most beautiful woman he had ever seen. When he gazed at her face he knew this was the woman he wanted. There was a sense of timelessness in her expression that was hard to describe. She seemed to be one with the ages, undisturbed by day-to-day trials that caused people to forget their divinity and lined their faces with worry.

A Picture of Perfection

This woman was a picture of perfection. He wanted her. He had to have her. But there was a cost, and money was a concern. How could he attain something of such beauty if she was beyond his means? He knew the dollars did not really matter in the ultimate scheme of things. How could he allow finances to be a consideration when such a fantastic prize was at stake?

He wondered about his need to possess? Was his desire just the lust for possession, to covet that which belonged to another?

In his heart he knew his intentions were sincere. His appreciation came from a loftier place, driven by the picture of her pouting lips, her unblemished check, the smooth texture of the places on her face so often lined with age.

He knew her background... why she had come into being.

He knew her history, her background, who had first envisioned her and why she had come into being., Something of this rarity must not be left to a world of calloused traders and slobbering materialists.

How could he do it? What of the expense? What of his wife, his family? How would his friends react? But he knew he had to. They would understand. They would have to. If not, then...?

He had known other women before. His was not the

She Was Older Than She Looked

affection of a star-struck child in puppy love. His appreciation was more like that of a sailor who had sailed into many ports and tasted many fruits. But none had struck his eye nor caused his heart to flutter like this one did.

He was amazed at her age. She was older than she looked, yet the passing of time and being handed from one possessor to another had not blemished her nor taken from her original radiance. She seemed to have a halo of color surrounding her, like the aura spoken of by enlightened yogis and mystic seers. Her serene gaze seemed Mona Lisa-like, as if she knew her place in history

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TRAVEL TIPS

By
Paul R. Whitnah, NLG

Travel Strategies

Have you purchased any airline tickets in the last thirty days? If so I'm sure you are suffering from proverbial "sticker shock". Rates have increased significantly over what became the norm this past summer. The question I have been repeatedly asked is why? Please allow me to draw upon my twenty (20) years experience with a major airline and attempt to provide insight into airline pricing.

First of all, one must consider the enormous amounts of capital, required to purchase but one aircraft, let alone a fleet sufficiently large enough to service the entire United States. Futhermore, it takes facilities and people to operate the airline. They too cost money. Now added into this equation is the fact each operating airline must seek to satisfy the consumer's peak demand, and because everyone wants a flight which fits her/his schedule, the industry provides far in excess of the number of seats needed in any given market.

Sale Fares with Sufficient Restrictions

The end result is the airlines have a tremendous financial incentive to sell those excess amounts of seats, not needed to satisfy "normal demand", for whatever the traffic will bear and yet cover cash incremental costs. Now it is important to understand that these sale fares need to be offered with sufficient restrictions to prevent the business customer's use and mass dilution of revenue. These limiting factors make up the incredibly complex airline pricing structure which was in the market prior to April 9, 1992. This is the date American Airlines implemented the value plan structure with just four (4) price levels.

Since consumers basically regard one airline seat as just as good as any other (frequent flyer programs not withstanding), every airline must consider matching the competitors fare or give up more revenue than it would otherwise lose by matching very low prices.

Nation's Bankruptcy Laws Affect Pricing In Industry

Our nation's bankruptcy laws further complicate matters. They permit the bankrupt airlines to offer unrealistic pricing in an effort to generate enough revenue to meet their operating costs and thus stave off liquidation. Given the need to be price competitive the healthy airlines have no choice but to match. The end result is a full aircraft operating in the proverbial "red".

Do you think this is in the public's best interest?

No Industry Can Continue to Lose Money In Staggering Amounts.

To the contrary, no industry can continue to lose money in staggering amounts. Witness Braneff, Eastern, Midway, Peoples Express, Frontier, Ozark, and Pan AM. All dearly departed following prolonged bankrupticies.

In the face of horrendous balance sheets for 1992, air fares have crept beyond the zone of reasonableness in many markets. American's value plan has been attacked by their major competitors, and many of the nation's airlines are filing rate increases in hopes of recouping some of their losses from the summer os '92.

So what is the answer?

I don't know nor does anyone else. The best the consumer can hope for is that some of the healthy airlines can establish fare levels which are reasonable and attainable by one and all. Otherwise the forces of chaos may triumph, the industry never stabilize and we will find ourselves choosing from no more than three (3) or four (4) mega-carriers. In that scenario everybody loses.

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A Treasure to Burn For...From pg. 8

As I continued my drive toward Chattanooga I thought about the lamp wondering if I had made the right decision by not purchasing it. Upon reaching Chattanooga I unloaded, set up, did a fair amount of business and was glad when the show closed. I retired to my room to look through by coin glass file. It didn't take me long to discover what a terrible mistake I had made in not purchasing the lamp. There it was listed. The Columbian coin glass oil lamp in the milk glass is considered by some to be the rarest of the Columbian Coin Glass pieces. I had held one in my hands only a few hours earlier and had let it go.

I tried to console myself saying it would have been wrong to spend that much money for my personal collection. With the market being so unpredictable of late and never knowing whether a show will be profitable or not., I tried to convience myself I had been prudent. However, there was no consoling myself. I had missed a rare find.

The next morning when I still had the lamp on my mind, I decided I would go back and buy the lamp if the show was halfway decent. I set a realistic goal for myself and said, if I reached that goal, I would indeed go back and splurge on a once-in-a-lifetime find.

The show was excellent--the sales brisk. I reached my goal around noon on Saturday and knew, if the lamp were still available, I would be its new owner on Sunday afternoon. As time for departure from the show approached on Sunday, I got "antsy". Would the lamp still be there, or would someone else have found the bargain and been smart enough not to have passed it up? The suspense was killing me. I hoped to make it back to Nashville to the antique mall due to the change in time zones before the mall closed. As luck would have it heavy thunderstorms delayed me from Chattanooga to Nashville. I arrived about thirty minutes after the mall had closed. I found a motel and waited.

When the mall opened I was at the door. I wasn't quite sure I wanted to look in the case. I was afraid the lamp would be gone, I walked around the booth and peeked at the case, like a child peeking through her fingers, not quite sure what I would see. The lamp was gone! No, there it was--just moved slightly. My heart had skipped several beats. I went over to the case and took a look. Yes, I wanted that lamp. I wanted to examine it one more time and went to get the saleslady, Marie. I examined the lamp once more very carefully, this time removing the burner to make sure there were no hidden chips. It was perfect! The decision was made. I'll take it! The money was paid in crisp one hundred dollar bills and the lamp carefully wrapped. "Enjoy the lamp," Marie chimed as I started out the door with the treasure under my arm. I will for sure!

Editor Note: Only a *true* collector knows the thrill of the hunt. Congratulations Gayle, and thank you for sharing your experience with us. Gayle is with Coin Castle R.C. & Jewelry in Memphis, TN. She is also doing a great job as WIN's membership chairperson.

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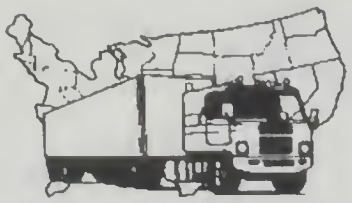


PEP TALK

By Susan Adams

Hello, fellow winners! WINners, that's what we are. This is the first of what I hope will be a new addition to our WIN newsletter.

When a team of individuals are preparing to enter a competitive event, the coach calls them together for a pep talk. The purpose of which is to bolster confidence, exchange information, and boost team spirit so that everyone works together as a team.

That is exactly what this article is all about. What I want to discuss in this issue are the components that make up a winner.

Winning is an attitude of determination and self-confidence, tempered by a willingness to learn from and teach others. It is being able to recognize the small wins (what others call failure) as well as the roaring successes.

Being a winner isn't the easiest or most feminine thing you'll ever do. It is one of the most rewarding.

Take sports, for example. When you see female sports figures interviewed they appear to be polite, well-mannered ladies. Right? Watch these ladies compete in their chosen field., They are tough and they play to win!

We are breaking ground in numismatics for women and breaking ground is seldom an easy task. On this I can speak from experience.

While I am relatively new to the world of numismatics, I am not new to pioneering predominantly male fields. I have been a long distance truck driver for 15 years. When I started driving professionally, there was a very small percentage of women drivers compared to male drivers. I drove alone, which put me into an even smaller percentage.

Looking back on "the good old days", I can see where my presence and the presence of others like myself brought about tremendous changes in the trucking industry and service industries geared for truckers.

I can recall a man trucker telling me in 1977 that double-sleepers on trucks were just a fad and that they were unnecessary. His reasoning was that two men driving together would never be in the sleeper at the same time. He didn't even consider the possibility of a man and woman in the same truck, let alone both being drivers. That was the standard line of thought in 1977.

Now, you rarely see a single sleeper truck and most companies that hire teams prefer to hire man-woman teams over man-man teams. They have found that man-woman teams are more reliable and need to be home less often than man-man teams.

The truck stops have made great progress. The early truck stops were mainly a place to stop for fuel and a cup of coffee. Many didn't even have a restaurant, not to mention a travel store or showers.

Getting a shower could be a harrowing and sometimes embarrassing experience. Since women truckers were somewhat of a rarity, I often had to use the men's shower, with a sign on the door, and hope I wasn't disturbed.

Now, we have huge complexes with all of the amenities. Restaurants, game rooms, laundry facilities, convenience stores, private showers, movie theaters, beauty shops etc. Nearly everything you need!

Those are examples of just two multi-billion dollar industries that changed for the better due to the presence of women who were-and are- winners.

Numismatics is a relatively new field for women and my thanks goes out to those who came before me. I know that the ground they broke and that which I help break will make the way easier for those who follow.

I look forward to meeting all of you and contributing more articles to our newsletter.

* * *

Editor Note: Susan is a new WIN member and I hope her Pep Talk article will be taken up by others. I had asked Susan and her husband for an article on starting a new coin business. They are still working on development, and maybe opening a shop...a "unique way in coin dealing."
We're looking forward to more articles, Susan. The whole field of numismatics will be brightened by your enthusiam and willingness to contribute!

NOTICE

Florida United Numismatists, Inc.
38th Annual Convention
Orange County Convention/Civic Center
Jan. 7,8,9,10, 1993
Orlando, Florida

Dear Club Member,

The 1993 Florida United Numismatists (FUN) Convention is rapidly approaching, and many spaces in the exhibit area are already committed. Do I have an application from you?

We (FUN) had more exhibits at our last convention than ever before. My goal is to top that number in 1993. I'll need your help to reach my goal, so send a post card requesting an exhibit application and I'll mail one to you ASAP.

Don't forget that FUN gives great exhibit prizes - collectible numismatic items rather than plaques. But, the best prize is the satisfaction you'll receive by sharing part of your collection with others.

I hope to see you all (and your exhibits!) in Orlando in January!

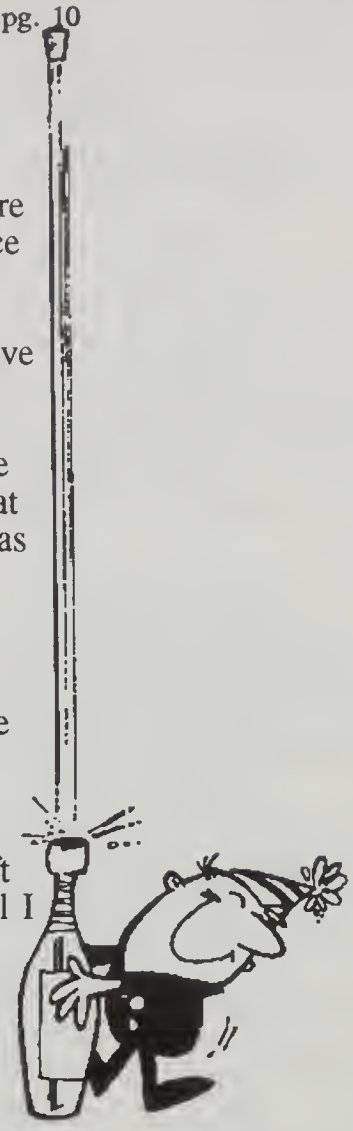
Sincerely,

Cindy Grellman
Exhibit Chairman
P.O. Box 951988
Lake Mary, FL 32795

So You Want to Be...Con't from pg. 10

publish the names of your exhibitors and judges.

The job of exhibit chairperson may sound pretty routine, but it's not. There are always a few surprises to spice up the duties, and the people you encounter are great. The bottom line for me is that I love my hobby, and I love the educational aspects. But the thing I love most is the people involved. I've met some great people during my four years as FUN exhibit chairperson!



Editors Note: Cindy, this huge job you perform so professionally for your club and numismatics doesn't sound routine to me! I've left out a couple of duties and still I was exhausted when I followed what you did.

* * *

CLUB AWARDS

Two WIN members have won awards for exhibiting. They are:

Kari Brower from Brick, NJ
Second Place U.S. Coins. This was her first ANA Convention exhibit of a selection of the new U.S. Coin designs of the 1980's. Award was at the Orlando, FL, ANA Convention. Competition was keen. CONGRATULATIONS!

Cindy Grellman from Lake Mary, FL
Best of Show Award for her eight (complete set) of female merchant Civil War tokens at Central Florida Coin Club. Cindy said she "got inspired after my talk at the WIN meeting during the FUN show." CONGRATULATIONS!

WINNER--WINNER

CONTEST NEWS

Naming our WIN newsletter was a sucess with 12 persons entering a total of 60 possible names. Two names suggested were disqualified due to the popular Ellsmere '*The Winning Edge*' newsletter. There was also one duplicate. It was tough determining a winner...I've never seen so many variations, with the majority having 'WIN' in the title.

Barbara Gregory (*The Numismatist*), David Bowers (Bowers and Merena) and I whittled the list down to our 7 favorites, and if you can believe it, we didn't match one name on all three lists. Barbara suggested we 'point' our choices which finally brought the possibles down to two names. The two final selections were taken to the WIN breakfast board meeting and the attending members voted for ***WINNING WAYS***. Cynthia Mohon submitted the chosen name and she will receive one years dues free!

Congratulations!!

The WINNER. Cynthia L. Mohon, P & M Rare Coins.
Photo courtesy of Barbara Gregory, ANA

He Had To Have Her...Con't from pg. 12

was assured.

His feelings overwhelmed him. He could not resist. He had to have her. He reached for his wallet.

"How much is she," he asked, sounding as uncaring and nonchalant as the trembling inside allowed him.

When he heard the price, his heart sank. It was far more than he had imagined. As Caesar

---

That's too much! ...her possessor began to put her away...

---

must have frighted at the cost to hold Cleopatra and the potential repercussions to his ambitions and empire, so did he swim in a moment's doubt.

"That's too much," he replied, hoping to barter with her possessor to a more reasonable point.

When her owner shook his head and began to put her away, he caved in.

"All right~" he almost shouted, "I'll pay your price~"

He reached for his wallet. He felt a sense of elation. The green and black colored paper with the portraits of dead men passed easily from his hand as he held the woman of his dreams. He knew she was his at last.

He flashed how foolish men were to desire money. Money could be earned, but beauty could only be encountered. Money was but a tool to allow action. He had acted.

He put his wallet back into his pocket and walked away smiling. He knew his new love was the fulfillment of his quest. He had looked for her ever since he had started collecting. He now possessed the nicest Morgan dollar he had ever seen.

* * *

Editor Note: David Lisot is a writer, philosopher, and videographer. His video work and groundbreaking television programs about coins have established him as the visual historian of the numismatic industry. He lives in Boulder, Colorado and travels much of the time to conventions around the country.

WIN MEMBERS

NAME	AFFILIATION	INTEREST
Adams, Susan	Susan Adams Markleville, IN	Jewelry, coins
Armstrong, Gabriele	Gabriele Armstrong & Associates Los Angeles, CA	Marketing-Sales-Advertising
Baber, Dorothy C.	Dorothy Baber El Cajon, CA	Xmas, Claus Tokens-Medals
Best, Carrie	Silvertips Coins Jacksonville, FL	Stamps-Coins
Beymer, Sondra	Jack H. Beymer Coins, Inc. Santa Rosa, CA	Indian Cents-Bust Dimes
Brrettell, Ruthann	American Numismatic Associationer Colorado Springs, CO	Conventions-Administration
Brower, Kari	Kari Brower Brick, NJ	Collector, Exhibitor
Brueggeman, Linda	Positive Protection Fallbrook, CA	Auctions-Security
Byran, Virginia	Bryan Ltd.–FUN Gainsville, FL	Conventions-Administration
Cahn, Judy	Superior Stamp & Coin Co., Inc. Beverly Hills, CA	Retail Sales-Mexican Coins
Carmody, Helen L.	O'Carmody's Coins Huntington Beach, CA	Commems, Related Material
Corbin, Sue	Tyler Stamp & Coin Company Tyler, TX	Exonumie- Stamps
Covey, Vikki	M & M Travel Service, Inc. Arlington, TX	Travel
Currie, Susanne	Modern Coins of Chesterfield Midlothian, VA	Marketing
Darling, Teresa	Zaidman & Lopresto Long Beach, CA	Ancients-Jewelry-Conventions
Davis, Patricia	Centennial Coin Galleries Torrance, CA	Diversified-Copper
Dickason, Tami	London Coin Galleries of Newport Newport Beach, CA	Coins-Fossils-Jewelry
Dieter, Linda	Linda's Promotions Independence, MO	Promotions-Coin Shows
Emard, Larry	Cameo Coin Gallery Portland, OR	Cameo coins
Fritz, Danielle	Centerville Coin & Jewelry Centerville, OH	Coins-Purchasing-Sales
Ganz, David	ANA Board of Governors Colorado Springs, CO	Legal Services
Goldberg, Larry	Superior Stamp & Coin Co., Inc. Beverly Hills, CA	Diversified-Auctions
Graham, Carolyn	Mnt. High Coins & Collectibles Bend, OR	Diversified
Grellman, Cindy	Cindy Grellman Lake Mary, FL	Tokens and Medals
Highfill, Marlene	Oklahoma Federated Gold Broken Arrow, OK	Coin Shows-Silver $'s-Jewelry
Hines, Sharon	Numismatic News Iola, WI	Advertising Sales
Holdren, Jennie	Eagles Coin Chop Indianapolis, IN	xxx
Johnbrier, Joan	A.E. Johnbrier Coins Bowie, MD	Coins-Shows
Johnson, Dorothy	Investment Coins of Dallas (ICD) Dallas, TX	Indian Cents-Copper
Koppenhaver, Glenda	Professional Numismatists Guild Inc. Van Nuys, CA	Administration
Leidman, Julian	Julian Leidman, Rare Coins Silver Spring, MD	U.S. Coins, Patterns
Lenhart, Tracy	Leroy Lenhart Rare Coins West Covina, CA	Sales-U.S. Coins
Lopresto, Sam*	Zaidman & Lopresto Long Beach, CA	Eclectic-Ancients-Expositions
Lucas, Judy	Garden Grove Coin Garden Grove, CA	Washington Quarters
Means, Linda	Linda Means Lutz, FL	xxx
Mercer, Dick	Grizzly Mining Co. Jamestown, CA	Gold Nuggets
Mercer, Donna	Grizzly Mining Co. Jamestown, CA	Jewelry

WIN MEMBERS

NAME	AFFILICATION	INTEREST
Merena, Patricia R.	Bowers and Merena Galleries, Inc. Wolfeborro, NH	Administration
Mohon, Cynthia	P & M Rare Coins Irvine, CA	U.S. Coins-Commems/Memor.
Moore, Michael C.	Collector Malibu, CA	Collector-Coins
Moreno, Patti	Moreno Valley Collectables Moreno Valley, CA	Dsney Art Bars/Rounds
Murphy-Anthony, Linda	Linda's Autographs Umpqua, OR	Manuscripts-Coins
Paris, Petri	Washington Rare Coin Investments Bellevue, WA	Education
Patrick, Jessi	The Patrick Mint Santa Rosa, CA	Art Bars-Rounds-Silver
Peters, Gloria	P & M Rare Coins Irvine, CA	U.S. Coins-Sales/Purchasing
Pike, Gayle	Coin Castle R.C. & Jewelry Memphis, TN	Prison Tokens-Odd & Curious
Piret, Diane	I.C.T.A. Belle Chase, LA	Administrative-Coins
Rapsus, Ginger	Ginger Rapsus Oak Lawn, IL	Writer, Collector
Ross, Sarah	Ross/First Financial San Juan Capristrano, CA	Retail Sales-Teaching
Sauvain, Mary	Mary Sauvain Numismatic Service Colorado Springs, CO	Colonials & U.S. Coins
Schuch, Tae Se	John L. Schuch Rare Coins, Inc. Sacremento, CA	Indian Cents (Red)
Sellers, Melissa	Certified Coin Exchange Houston, TX	Information-CCE Coordinator
Simmons, Nadine	Positive Protection Fallbrook, CA	Shows-Security
Sisneros, Barbara	Willoughby Rare Coins Tustin, CA	Collector-Coins
Smith, Christina	Christina M. Smith Winter Park, FL	Canadian-U.S. Commems
Smith, Ingrid	Torex Coin Shows Toronto, Canada	Ancient & World Coins
Snider, David	David M. Snider New York, NY	U.S. Commemorative Coins
Sperber, Lauri	Keystone Rare Coin Gallery Allentown, PA	U.S. Commems-Walkers
Swiatek, Anthony	Anthony Swiatek, ANA Governor Manhasset, NY	U.S. Commems- Walkers
Webb, Val	Val Webb, Numismatics Atlanta, GA	U.S. Coins
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